I. VAP Payments (12M Case Live Product Equivalents)

1. **Packs**	Pack Only ①	Ship Only	Pack and Ship
B1G1F	-	$9	-
BSGSF	$19	$9	$28
Sticker (VPR/Coupon/Buydown Sticker)	$19	-	$28
Premium	$19	75¢ per SKU ②	$28
Presleeved BSGSF	$5 *	$9	$14
2. **Cartons**			
B1CTNG5F/ B1CTNG1CTNF/ Top-Applied Coupon	$6	-	$9
End-Applied Coupon	$3	-	$6

① Applies primarily to Price Clubs/Sam's.

② Average payment for just shipping of premiums at 75¢ per SKU approximately $9.00 per 12M case live product equivalent, which is consistent with packing and shipment payment ($19.00 + $9.00 = $28.00).

NOTE: • Payment for BSGSF equates to live product only.

* Packing consists of placing white cartons inside display only.

II. DPC Payment Grid	No Tear Tape Product (place VPRs)	Tear Tape Product
1. Turnkey operation (sell, pack and ship to retail account)	$7.00 per store	$4.50 per store
2. Sell and pack for retailer pick-up (applies primarily to Price Clubs/Sam's)	$5.00 per store	$2.50 per store
3. Packing/shipping only (direct account is unable or unwilling to commit to program guidelines, but business-building opportunities exist. Consider annual retail call by RJR Rep or telemarketing by ROU).	$28.00 per 12M case	$14.00 per 12M case

III. 1997 Wholesale Partners Programs

- One of the requirements for Category II 8¢ per carton payment is timely and accurate packing and delivery of all promotions per RJR's requirements.
- Category II payment opportunity will be broken down into monthly increments.
  - You have the ability/flexibility to remove payment from the account equal to 8¢ per carton on total RJR volume the account shipped to retail during the month they did not properly execute the program/promotion(s).

Source: https://www.industrydocuments.ucsf.edu/docs/kjhn0000